

## Message Text

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ORIGIN EB-02

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MARAD- MR. GAGE( INFO)

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----- 109469

R 180029 Z MAY 73

FM SECSTATE WASHDC

TO AMEMBASSY CARACAS

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FOLL SENT ACTION BOGOTA FROM SECSTATE 11 MAY 73 REPEATED TO YOU  
QUOTE

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E. O. 11652: N/ A

TAGS: ETRN, CO, US

SUBJECT: SHIPPING: SEALAND PLAN FOR CONTAINER SERVICE  
TO COLOMBIA

1. SEALAND OFFICIALS CALLED AT THE DEPARTMENT TO DISCUSS  
THEIR COMPANY' S PROPOSED PLAN TO INTRODUCE CONTAINER  
SERVICE BETWEEN COLOMBIA ( VIA BUENAVENTURA) AND THE US  
PACIFIC AND ATLANTIC COASTS AND THE CARIBBEAN. AS  
ENVISAGED BY SEALAND, INITIAL SERVICE WILL BE AN  
EXTENSION OF ITS CURRENT US WEST AND EAST COAST AND  
CARIBBEAN OPERATIONSWITH RELAY OF CONTAINERS FOR  
BUENAVENTURA AT BALBOA, CZ. ANOTHER STEAMSHIP LINE,  
POSSIBLY LYKES' GULF AND SOUTH AMERICA, WILL CARRY THE  
CONTAINERS BETWEEN BALBOA AND BUENAVENTURA UNDER A  
SPACE CHARTER AGREEMENT. SEALAND WOULD ESTABLISH AND  
OPERATE THE NECESSARY COLOMBIAN OFFICES TO GENERATE  
EXPORT CONTAINER CARGOES AND TO HANDLE INCOMING SHIPMENTS.

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THE COMPANY WOULD ALSO SEEK TO JOIN CONFERENCES SERVING THOSE RESPECTIVE TRADES.

2. SEALAND OFFICIALS SAY PLANS TO EXTEND THEIR OPERATION TO COLOMBIAN ARE PARTIALLY PROMPTED BY OVERTURES MADE IN JULY 1971 BY PROEXPO ( COLOMBIAN EXPORT PROMOTION OFFICE)

SAN JUAN, P. R. REPRESENTATIVE, GONZALO MALDONADO. AT THAT TIME MALDONADO REPORTEDLY INDICATED TO SEALAND THAT PROEXPO' S EFFORTS TO EXPAND COLOMBIAN EXPORTS TO CARIBBEAN AREA WERE CONSTRAINED BY THE ABSENCE OF REGULARLY SCHEDULED SERVICE. SEALAND OFFICIALS, AFTER INVESTIGATING SITUATION AND VISITING COLOMBIA AT MALDONADO' S INVITATION, NOW HOPE TO FILL THIS VOID AS WELL AS PROVIDING SERVICE BETWEEN THE US AND COLOMBIA.

3. SEALAND IS AWARE OF PRESENT PROBLEMS CONFRONTING US LINES CURRENTLY OPERATING TO COLOMBIA, PARTICULARLY THOSE RESULTING FROM COLOMBIAN CARGO PREFERENCE MEASURES, E. G. THE NEED TO OBTAIN ASSOCIATE STATUS WITH COLOMBIAN FLAG CARRIERS, I. E. GRANCO, AND WISHES TO ESTABLISH LINER SERVICE WITH ASSOCIATE LINE STATUS. IN THIS REGARD, SEALAND IS SEEKING GUIDANCE ON THE MOST APPROPRIATE MEANS TO ACCOMPLISH ITS OBJECTIVE IN DEALING WITH THE GOC.

4. SEALAND PLANS TO SEND A REPRESENTATIVE, MR. PHILIP BUSBY, GENERAL MANAGER, CARIBBEAN DEVELOPMENT OPERATIONS, TO BOGOTA SHORTLY TO DISCUSS SEALAND' S PROPOSED OPERATION AND HOPEFULLY OBTAIN THE GOC' S BLESSING AND COOPERATION. HOWEVER, BEFORE DOING SO, SEALAND HAS REQUESTED A LIST OF GOC OFFICIALS ON WHOM MR. BUSBY SHOULD CALL TO DISCUSS HIS COMPANY' S PLANS. DEPARTMENT WOULD APPRECIATE EMBASSY FORWARDING LIST TOGETHER WITH GUIDANCE TO BE PROVIDED TO SEALAND, AS WELL AS ANY OTHER EMBASSY VIEWS ON SEALAND' S INTENDED OPERATION. NO RPT NO REPRESENTATIONS SHOULD BE MADE TO THE GOC AT THIS TIME AND SEALAND PLANS SHOULD BE HELD STRICTLY IN CONFIDENCE. DEPARTMENT WILL REQUEST FURTHER EMBASSY ASSISTANCE ON THIS MATTER AS APPROPRIATE UPON RECEIPT OF REQUESTED INFORMATION. ROGERS UNQUOTE RUSH

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